

# Automotive Daily News



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## E. V. RICKENBACKER ADDRESSES U. S. C. C. BODY ON TRAFFIC

Discusses Transportation  
From Industry's  
Viewpoint

WASHINGTON, May 11.—One of the outstanding features of today's program at the fourteenth annual convention of the United States Automobile Chamber of Commerce was an address by Capt. E. V. Rickenbacker on the contribution of commercial organizations to the solution of the traffic problem.

Capt. Rickenbacker was present at the convention as a member of the traffic planning and safety committee of the N. A. C. C., and made his address before the transportation and communication section.

In addition to prominent automobile men, leading rubber executives are attending the convention, including Wm. O'Neill, president General Tire and Rubber Company; Jacob Pfeiffer, president Miller Rubber Company; Harvey S. Firestone, Firestone Tire and Rubber Company, and W. O. Rutherford of the B. F. Goodrich Company.

Capt. Rickenbacker in his address said in part:

"Transportation is first of all a problem of the general public, but it is a matter in which industry and trade have a vital stake.

"Insofar as business concerns and commercial organizations neglect their responsibility and interest in transportation, they are rolling up unnecessary costs for themselves and are derelict to their duty and their opportunities.

"Commercial bodies, accordingly, are not in the position of 'also ran' in this situation, they are right up in the forefront.

"The situation as we see it is this: A certain proportion of highway accidents are due to the operation of vehicles by the criminally careless, by defectives, by intoxicated persons. This phase of the matter is properly a problem of the police department and one in which business can be of only general assistance.

"A large part of the accidents, however, are due to congestion in traffic, which leads to the confusion of the driver; to delays which lead to unwarranted hurrying afterward and conduce to nerve strain. In this respect the accident problem is simply a symptom of the inadequate management of our traffic facilities.

"It is when we come to the question of management that we reach a field in which business is particularly qualified to help, and it is on this point that I should like to make a few brief comments.

"One of the first steps which any commercial body can take

(Continued on Page 6)

## U. S.-CANADA TAXI COS. MAY ADVANCE RATES

Chicago, May 11.—Taxicab companies throughout United States and Canada are considering increase in rates. An announcement by William E. McGuirk, president of the Yellow Taxi Corporation of New York, stated that a meeting of National Association of Taxicab Owners in Chicago May 17 and 18 will consider such general action. Maintenance costs have advanced to a point where an increase in rates is an economic necessity, he declared. Numerous members of association report operations are unprofitable on present basis.

## EXPORT SALES OF U. S. CARS GAIN

Increase of 270% in  
4 Years Reported  
By Moon

St. Louis, May 11.—The steady increase in export automobile sales in the past few years has opened up the road for American cars to the point where they have reached a predominance in a large number of the foreign markets, according to Stanley Moon, secretary of the Moon Motor Car Company.

"When we consider that export car sales have increased 270 per cent. during the last four years, as compared with only 109 per cent. for our domestic market, we cannot overlook the growing importance of the foreign market, nor help recognize the great possibilities in this field for the American built car," continues Mr. Moon.

"It is an outstanding tribute to our manufacturing methods that in spite of all the additional expenses, such as export crating, inland and ocean freights, marine insurance and duties imposed, we are able to market our products in competition with those manufactured abroad. And this can be attributed largely, no doubt, to the old-fashioned type of organizations, with old-fashioned management and equipment, although labor conditions may be superior to ours, especially in respect to the more highly skilled and individualistic type of workmen.

"Our own export business has shown remarkable gains. Shipments of Moon and Diana cars at the end of the first quarter of the year ended March 31 total 50 per cent. more than all cars exported in 1925. Orders on hand for April and May shipments show promise of more records broken, and the additions of newly appointed distributors in Venezuela, Yucatan, Spain, Germany, France and Switzerland add materially to our optimism."

## FORD ADDS 2,000 MORE ACRES TO HIS HOLDINGS

Monroe, Mich., May 11.—Representatives of Henry Ford have purchased more than 2,000 acres of land in the vicinity of Carleton, ten miles north of here. It is said overtures have been made to buy a grist mill, lumberyard and supply house at Carleton. It is understood Ford interests plan to build a railroad from glass sand pits near Carleton to Ypsilanti, a distance of twenty-five miles.

## G. M. Sells 1,002,285 Cars In 12 Mos. Ending May 8

NEW YORK, May 11.—In the twelve months ended May 8, 1926, General Motors produced and sold 1,002,285 cars and trucks, exceeding all previous records by a wide margin.

When the value is considered, this undoubtedly sets a new record sales volume for the automobile industry.

It is further interesting to note that on a Saturday, May 8, General Motors sold its five millionth car. It took over nine years to sell the first million cars, but it required

only twelve months to sell the last million cars.

Sales of the car division by calendar years follow:—

|       |           |
|-------|-----------|
| 1910  | 39,300    |
| 1911  | 36,752    |
| 1912  | 49,696    |
| 1913  | 67,270    |
| 1914  | 61,584    |
| 1915  | 102,388   |
| 1916  | 146,185   |
| 1917  | 202,119   |
| 1918  | 205,326   |
| 1919  | 391,738   |
| 1920  | 393,075   |
| 1921  | 214,739   |
| 1922  | 456,763   |
| 1923  | 798,555   |
| 1924  | 687,341   |
| 1925  | 835,902   |
| 1926* | 421,300   |
| Total | 5,000,093 |

\*1926 figures to May 8.

## MINNESOTA'S GAS TAX PRODUCES \$5,000,000

St. Paul, May 11.—The first year of Minnesota's 2-cent-a-gallon tax on gasoline has yielded the state slightly in excess of \$5,000,000.

This was the report today of Hjalmar Nilsson, state oil inspector, who reported the April income from this source at approximately \$360,000. Exact figures will not be available for several days. The tax was made effective May 1, 1925. The eight months of 1925 yielded \$3,939,281. The first three months of this year yielded \$651,653.

## Kerosene Prices Begin to Go Up

New York, May 11.—The Standard Oil Company of New Jersey advanced tank wagon kerosene 1/2 cent throughout its territory to 16 cents a gallon. The same company also advanced export refined oils 1/2 cent a gallon. This makes export refined oil in cases 19.15 cents a gallon and water white kerosene 20.40 cents.

Chicago, May 11.—Further strengthening in kerosene took place in the refinery market, 41-43 water white grade being quoted at 10 cents a gallon compared with 9 1/2 to 10 cents previously. In some cases 10 1/4 cents is asked. United States motor grade gasoline continues firm, but gas oil is off 1/2 cent a gallon at 4 1/4 to 4 1/2 cents. Distillates also are down 1/2 to 1/4 cents, while fuel oils are off 2 to 3 cents.

## MOTIVE TAX RECEIPTS IN CONN. INCREASE 11%

Hartford, Conn., May 11.—Receipts by the state motor vehicle department for the first quarter of the present year are 11 per cent. greater than the same period last year. There was taken in by the state, exclusive of the gasoline tax, \$4,127,579.

It is interesting to note that registration fees on 167,631 vehicles made up \$3,405,500 and \$611,410 came from 203,093 operators' licenses. The next largest item was \$48,000 for dealers' licenses. Fines imposed during the quarter amounted to \$34,170. Examination of new drivers brought in \$5,884. In five years the receipts of the Bridgeport branch increased 100 per cent and in two years the receipts of the Waterbury office increased 37 per cent.

## PRODUCTION OF BALLOON TIRE RIMS INCREASES

Total Output, However,  
Under That of  
April, 1925

CLEVELAND, May 11.—Continued increase in the production of balloon tire rims is indicated in the monthly report of the Tire and Rim Association of America, released here today.

The association's summary of production shows balloon rims were 79 per cent. of the total, clinchers, 12.1 per cent., high pressure 4 per cent., 20-inch truck rims, 3.8 per cent., 24-inch trucks 0.7 per cent., and motorcycle rims 0.4 per cent.

The report would indicate a slight reduction in national automobile production during April as compared with the output for April, 1925.

Production of rims in April was 2,284,171, compared to 2,755,005 in April, 1925. Total rim production for the first four months of 1926, however, still tops production in the same period in 1925, the totals being: 1926, 8,904,275; 1925, 8,871,141.

Greatest production was of 28x 3 1/2 balloon rims, 928,615, compared to 1,113,213 the same month in 1925. Other production totals included 28x4 balloons, 307,427, compared to 313,395 a year ago; 29x4 balloons, 287,539, compared to 109,686 a year ago; 30x3 1/2 balloons, 274,168, compared to 364,773 a year ago; 30x4 1/2 balloons, 126,691, compared to 98,298 a year ago.

Totals for the same sizes for the first four months of the year, compared to production a year ago, were: 28x3 1/2 balloons, 3,426,364, against 2,438,819 in 1925; 30x3 1/2 clinchers, 1,379,187, against 1,907,818 in 1925; 29x4 balloons, 1,171,345, against 420,905 in 1925; 28x4 balloons, 982,631, against 983,566 in 1925; 30x4 1/2 balloons, 652,650, against 412,886 in 1925.

## Speed Traps Seen In Proposed Act

Albany, May 11.—Lewis G. Stapeley, general manager of the Empire State Automotive Dealers' Association, was one of the speakers against the Hall bill, permitting towns to share in fines collected from motorists, at a hearing before Gov. Smith yesterday.

Mr. Stapeley said the automotive dealers of the state are vigorously opposed to the legislation because it would mean a return of "speed traps" throughout the state.

Mr. Stapeley declared passage of a law two years ago, that denied the localities a share in the fines was the only method that could be found to stop the "speed trap" nuisance.

"The dealers are opposed to the legislation because it would injure motorists generally," he said.

Melvin T. Bender of Albany appeared in opposition to the bill. He backed up Mr. Stapeley's arguments, speaking for automobile clubs of the state.

## LOSE LICENSES

Albany, May 11.—A total of 14,999 persons have lost the right to operate automobiles since the organization of the Bureau of Motor Vehicles, a year ago. The bureau revoked or suspended 1,293 automobile licenses in April.



## Automotive Improvements To Be Considered by S. A. E.

New York, May 11.—Coming changes and improvements that are likely to be incorporated in automobiles, trucks and motor-coaches within the next few years will be considered at the summer meeting of the Society of Automotive Engineers, to be held at French Lick Springs, Ind., from June 1 to 4.

Exhibits, demonstrations, motion pictures and hundreds of lantern slides will enable those of the society's 5,800 members who attend the meeting to visualize the actual application of the principles discussed by the speakers. Among the demonstrations will be one of headlighting with complementary colors, to be made by K. D. Chambers of the Light and Knowledge Press. Another will be a demonstration of headlight testing equipment and methods, by R. N. Falge, of the General Electric Company.

Results of tests of automobile riding qualities and of the effects of seat cushions and their springs on riding comfort are to be given and demonstrated by R. W. Brown of the Firestone Tire and Rubber Company and W. C. Keys of the Gabriel Snubber Sales and Service Company.

Reports of the latest findings of several government bureaus are to be presented. What has been found out by a thorough investigation of anti-freeze solutions and compounds is to be told by H. K. Cummings of the Bureau of Standards. The latest results of tests of road impact on trucks and tires, that have been in progress in Washington for many months will be shown and explained by a representative of the Bureau of Public Roads. New tests for the properties and suitability of motor fuels are to be described and demonstrated by T. S. Sligh, Jr., of the Bureau of Standards.

Some of the causes of engine wear are to be revealed as the result of findings that have developed recently regarding the relation of crankcase oil contamination to engine wear, as indicated by analyses of hundreds of samples of oil taken from cars operated in a dozen cities in different parts of the country.

Demonstrations are to be made of two-cycle heavy oil engines for automobiles. Methods of testing and indicating the power and speed of high-speed engines will be demonstrated by H. M. Jacklin, of the Ohio State University.

The new "hypoid" gear and pinion for rear axle work is to be described by A. L. Stewart and Ernest Wildhaber of the Gleason Works, and a representative of the Timken Detroit Axle Company will review the development of the worm drive, which is now about to come into use on passenger cars.

Latest developments in tires and drop-center rims that make tire

## Moon Announces New Appointments

St. Louis, May 11.—The Moon Motor Car Company announces the appointment of Hiram Neuwoehner as assistant general sales manager. Philip Glick, assistant manager of service, is promoted to be manager of the service department to succeed Neuwoehner.



Hiram Neuwoehner

Neuwoehner first started with the Moon Motor Car Company seven years ago as material man in the purchasing department. At the end of three years' service in this department he was made assistant purchasing agent, where he served for two years, after which he was appointed manager of the service department, serving in this capacity for two years until May 4, when he was appointed assistant general sales manager.

Glick, who is a graduate engineer (University of Illinois Engineering School), came into the



Philip Glick

Moon organization five years ago as inspector, shortly thereafter becoming chief inspector. With the exception of six months during which he served as assistant chief engineer of Victor Motors Corporation, St. Louis, he has served in various capacities for the Moon Motor Car Company, including traveling material inspector, service engineer and assistant service manager, which position he has filled until his recent appointment as service manager.

**NORTH CAROLINA TAXES**  
Raleigh, N. C., May 11.—North Carolina's collection of gasoline and automobile license taxes amounted to \$11,053,933 in the first ten months of the state's fiscal year, according to an announcement by the State Auto License Bureau.

**CHEVROLET SCHOOL**  
Minneapolis, May 11.—A sales school for Chevrolet salesmen of Zone 4 will be held here this month at the Chevrolet Motor Company distributing plant.

removal easy without tools are to be recounted by B. J. Lemon of the United States Tire Company.

A phase of engineering that has not been given much consideration is its relation to business is to be discussed by a prominent engineering executive.

## BUICK SHIPMENTS TOTAL 10,660 CARLOADS

Flint, Mich., May 11.—The inbound and outbound shipments of the Buick Motor Company in April totaled 10,660 carloads, and there were in addition 4,027,300 pounds of less than carload shipments.

According to George C. Conn, director of traffic, outbound carloads from Buick during April moved over 165 different railroads. This traffic, Mr. Conn said, moves at first class or higher rates and has a market effect in sustaining the rate per ton per mile on the railroads.

## AUTO INDUSTRY LEADS IN EMPLOYMENT GAINS

Milwaukee, Wis., May 11.—The automotive industry and its allied units showed the biggest increase in employment during the month of April, according to a survey made by Harry Lippart, superintendent of the government employment office.

Steel plants continued to creep up in number of employees, while the survey from forty-seven other Milwaukee factories showed 34,951 employed during April, as compared to 35,595 the month before. Seven factories report the same payrolls, 17 factories—among which were the automobiles and steel plants, reporting an increase, and 23 showing a decrease.

The increase in the demand for skilled labor is being looked upon as an indication that the larger plants are making decisions to continue high production, Lippart declared.

## DICKINSON WITH ILL. M. A.

Chicago, May 11.—Leon A. Dickinson, one-time manager of the touring bureau of the American Automobile Association, has been appointed manager of the touring bureau of the Illinois Motorists' Association, according to the announcement of Hugo Meyer, manager of the new motor body.

## MUST PROTECT AUTO RENTERS

## Wisconsin Insurance Commissioner Warns Companies

Madison, Wis., May 11.—Wisconsin Rent-a-Car companies have just been warned by Insurance Commissioner of Wisconsin W. Stanley Smith to observe the state law which makes it mandatory and necessary that any public liability insurance policy issued on a car to a company or person who is engaged in the rent-a-car business must contain a clause covering the person who rents the car, substantially as follows:—

"The indemnity provided by this policy is extended to apply, in the same manner and under the same provisions as it is applicable to the name assured, to any person or persons while riding in or operating any automobile described in this policy when such automobile is being used for purposes and in the manner herein described."

"It is furthermore the opinion of this department," Smith declares, "that it is the duty of every concern or person operating a rent-a-car business to advise the renter of the car whether or not he is protected by insurance and definitely to what extent such insurance carries and the name of the company in which the insurance on the car is placed or to just what extent the renter of the car becomes personally liable."

Smith advises owners of rent-a-car businesses that they are not authorized to sell insurance to the renter of the car unless he is a licensed agent for a licensed company—nor can he charge or collect insurance premiums from the renter of a car.

"To do so makes you personally liable for any loss or damage incurred or sustained, as well as subject to the penalties for violation of the insurance laws."

Nor is it permissible, says Smith, for an insurance company to issue to a company or owner conducting a rent-a-car business, in connection with a policy providing automobile coverage, coupons or certificates of insurance to be sold for a fee or premium to the renter of the car, whether such coupons or certificates are for a determination of the premium to be paid by the assured owner.

## Chicago Auto Tax Payments Increase

Chicago, May 11.—Chicago automobile owners and the few who still cling to Dobbin as a means of vehicle transportation have beaten last year's record of vehicle tax payments by \$242,702 for the first four months. This year the amount paid to Thomas P. Keane up to and including April 30 was \$3,646,511, as compared to \$3,403,809 for the same period in 1925.

The increased popularity of the passenger automobile is shown by the issuance of 256,166 licenses during the four months of the present year, as compared to 289,948 for the entire twelve months of 1925, or 33,882 more for those twelve months over the number issued during the present year for only a four-month period.

The same good showing is made by automobile delivery wagons and trucks, license having been issued for them to the number of 45,996 this year, while for the twelve months of 1925 the number was 48,262. This record, George Lohmann, deputy city collector, said, also would be beaten at the end of the present year.

## MANY AUTO THEFTS

Minneapolis, May 11.—Minneapolis automobile distributors have been informed that a group of Fargo, N. D., insurance men have notified the City Council there that thefts of automobiles and accessories in Fargo and other North Dakota points have been so numerous that several risk companies may be forced to close their business entirely in that district.

## ADVERTISEMENT

Every 2 1/4 seconds, somewhere in the world, some one buys a Dunlop Tire.

## 10 Day Canadian Cruises New York — Quebec

The Luxurious S. S. "FORT ST. GEORGE"

with make 2 unusually attractive cruises (no freight)

Sailing from New York JULY 3 and 17

Allowing Two Days at Quebec for Sightseeing

Sailing through the Gut of Canso and Northumberland Straits, the broad St. Lawrence, the Saguenay River and thence on to Quebec, enabling tourists to visit the wonderful shrine of Ste. Anne de Beaupre and other historical places. Magnificent scenery, smooth water, cool weather. The ship has spacious promenade decks, and all deck games, many rooms with bath, finest cuisine, etc. Orchestra for dancing.

The round trip occupies 10 days, rate \$150 and up, or one way to Quebec, \$80 and up

Return Sailings From Quebec July 9 and 23

Single or Round Trips From Quebec at Same Rates as From New York

No Passports required. For illustrated literature address

FURNESS BERMUDA LINE, 34 Whitehall St., New York  
Or Any Local Tourist Agent



**Grow with a growing  
market. Note the in-  
crease in Star Sales this  
year:**

**January 69% increase**

**February 95% increase**

**March 30% increase**

**April 20% increase**

**This means dealer  
profits.**

**MORE POWER and SUPERIOR QUALITY**

*Low-cost Transportation*

**Star Cars**

DURANT MOTORS, INC., General Sales Dept., 1819 Eway., New York City



# Activities in the Passenger Car Field

## New and Used Car Sales in Toledo High During April

Toledo, May 11.—April as a whole finished a good month with the automobile dealers of Toledo and vicinity, both in new and used cars. Practically all dealers report a large gain for the month over any previous period of this year, and a gain in most instances over the same period a year ago. The last week was exceptionally good all along the row.

April brought out used car buyers in unusual numbers, and second-hand dealers nearly to a man report a better April than in 1925.

The slump in the stock market recently may have thrown a scare into the manufacturers of motor cars with a result that they slackened their speed, but it evidently has not frightened the automobile buying public of northern Ohio, for gains are being registered in sales on every side.

The Willys-Overland Company closed the greatest month's business in sixes since the announcement of the Overland six models more than a year ago. The business on the Willys-Knight model 70 is going far ahead of production and the Toledo branch and city dealers are more than 200 behind in deliveries.

The Banting Machine Company, Chandler and Cleveland dealer, reported the best week in the entire history of the company last week, and the concern is second oldest on the row. Used car sales were at top for the year, too.

The Lurie Brothers' Company, Studebaker dealer, closed a wonderful month with the past week the banner one of the period since January 1.

The Landman-Griffith Company, Chrysler distributor, reports business volume nearly 40 per cent. ahead of a year ago. Sales during the last week have led any like time this year. Warm weather and good employment conditions are given as the reasons.

Ford dealers report a good business volume, although gains in this price class have not been so marked as in the light six field. Number of sales is much greater, of course.

A. H. Schaller of the Reo-Adams Company says business during the last week has been very good, as has all of April.

Buick and Hudson-Essex dealers report increased activity in motor cars.

## Business in Boise Shows Gain of 25%

Boise, Ida., May 11.—Boise automobile men are doing 25 per cent. better business now than for the same time last year they reported to a Chamber of Commerce committee surveying business conditions in the city. And they expect to increase this ratio, basing their optimism on the results of that same survey.

The Chamber of Commerce found an increase of \$1,900,000 in the city's bank deposits, or \$76 for every man, woman and child in the city. This is the direct result of the \$227,000,000 crop harvest last year. An upward swing in the number of medium high priced cars sold has been the net result, dealers reported, such makes as Buick, Cadillac, Hudson and others of that class scoring the biggest gains.

### USED CAR SALE

Springfield, Mass., May 11.—The first annual used-car sale by the Jerry Duryea, Inc., Cadillac distributor for western Massachusetts, is now in progress. Over \$22,000 worth of used cars were sold in a past week. The Jerry Duryea, Inc., is celebrating its first birthday, with this used car drive.

## Used Car Month and Guarantee Sponsored

Special from A. D. N. Washington Bureau Washington, May 11.—Used Car Month is being sponsored by the publicity committee of the Washington Automotive Trade Association in order to bring prospective car buyers and members of the association into closer contact.

The "seven-fold guarantee of used car satisfaction," as outlined by the association, is:—

1. The purchase is on a basis of absolute security.
2. Condition of cars exactly as advertised.
3. Prices lower and values higher.
4. Terms of payment convenient.
5. Credit courtesies and payment privileges adjusted to accommodate purchaser.
6. Insurance protects the buyer.
7. The moral responsibility of every member of the Washington Automotive Trade Association is a definite asset of unquestionable liability.

## CARE URGED IN USE OF BRAKES

Special from A. D. N. Detroit Bureau Detroit, May 11.—G. Clark Mather, chief engineer of the Paige-Detroit Motor Car Company, in emphasizing the wisdom of "going easy on the brake pedal," brings out some interesting mechanical data.

"If you were offered an automobile powered with an engine of 350 horse power," he says, "ten to one, you would refuse it, because you would realize that no chassis built could stand up under the terrific driving stresses set up by such an engine. Yet many drivers, without realizing it, impose comparable strains on their own cars, in applying brakes."

"Few persons realize the energy that must be utilized in bringing a car to a stop. Motor-wise drivers speak of high-powered engines and their rapid acceleration, but they never seem to think of high-powered brakes and their rapid deceleration."

"Just bear in mind that with high-power, hydraulic brakes on all four wheels, such as we use, it is possible to bring a car at any speed to a dead stop in one-fifth the time that it takes a high-powered car to attain that speed. In the case of the Paige, for example, an engine of 350 horse power would be required to accelerate to thirty miles an hour in as short a time as the brakes will decelerate to a stop from that speed."

"While it is excellent to have the ability to make a quick stop, in emergency, drivers will be wise to cultivate the habit of using their brakes as gently as possible for ordinary service stops. All that is necessary is to spread the stopping over more ground."

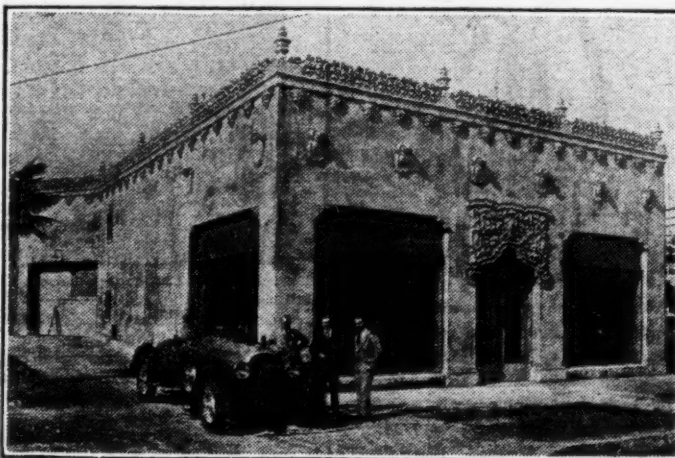
"For instance, suppose that you are approaching a stop street or a red traffic signal. Instead of maintaining your speed to the last moment and stopping in the last thirty feet, cut off your gas early and make gentle application of the brakes, easing the car to a standstill in the space of 60 or 80 feet."

"Not only does this save the brakes themselves, but it saves the whole chassis. You wouldn't expect any chassis to stand up with a 350-horsepower engine under the hood. Why impose equal strains on your car by braking abuses?"

### SALESMEN NOW MAJORS

Syracuse, N. Y., May 11.—For their achievements in the army sales contest being conducted by the Franklin Automobile Company, the rank of major has been conferred on Charles F. Fox of New York, Paul G. Murray of Lancaster, Pa., and F. W. Knebel of Asheville, N. C. The three majors are salesmen in their respective territories.

IN NEW QUARTERS. Home of S. & W. Motors, Inc., in Hollywood, Cal., distributor of Kissel automobiles. Standing from left to right in the picture are George G. Warzburger, vice-president; P. Martin Steinkamp, president, and James Dolen, Hollywood branch manager.



## BUICK DEALER DELIVERS 2,438 CARS IN APRIL

Chicago, May 11.—Chicago Buick dealers delivered 2,438 cars to users during April. According to C. F. Yonkers, manager of the Chicago branch, there was a 92 per cent. increase in wholesale deliveries, with 2,166 deliveries to dealers, in April this year, against 1,129 in the same month last year. He reports that the branch has not been able to keep dealers supplied with cars as fast as they are delivering to buyers. For the most part dealers have been drawing on the small reserve stocks they were able to accumulate during the winter months.

## WASH. AUTOMOTIVE ASSN. SEEKS SUNDAY CLOSING

Washington, May 11.—The Washington Automotive Trade Association has appointed a special committee to consider a proposal to ask all members of the organization, which includes nearly every automotive dealer in Washington, to close their places of business on Sundays.

R. W. Howard, vice-president of Sterrett & Fleming, Inc., local distributor for Hupmobile, is sponsor for the movement. He told the association at a recent meeting that the average dealer now feels he must keep open to compete with other dealers.

## Jordan Dealers In Florida Meet

Jacksonville, Fla., May 11.—A comparison of the reaction in Florida to inflate prices of the past year, and the developments of the past 90 days in the stock market, was drawn by W. B. Riley, factory representative of the Jordan Motor Company, at a meeting of Jordan dealers from all sections of the state at the San Jose hotel here.

The meeting, called by Raymond Chapman, head of the Chapman-Jordan Company of Jacksonville, was preceded by a luncheon to the state dealers at which Chapman was host. Business matters relating to the automobile industry throughout the state were taken up at the luncheon.

"The re-action in Florida—the let down in the forced market of the past year—was the best possible thing for Florida, and the only thing that could have saved her from a calamity of countrywide importance," Riley told state automobile dealers.

Among the state dealers present were: D. B. McMillan, Pensacola; O. B. Ogletree, Gainesville; Joe Johnson, Titusville; J. H. Glidewell, Jacksonville; T. W. Latta, St. Petersburg; W. B. Parrish, Gainesville; L. L. Dodd, Jacksonville; J. P. Dickhout, Daytona Beach; J. C. Byrne, St. Augustine; J. E. Lewis, Jacksonville; L. F. Hart, West Palm Beach; E. O. Rawls, Orlando; A. L. Morgan, Miami; G. W. Lang, Jacksonville; R. R. Fickling, Daytona Beach; W. W. Hood, Lakeland; Walter Hawkins, Jacksonville; Hubert King, Tampa; Ambrose Martin, Sebring; E. T. Brooks, Jacksonville; L. E. Sherouse, Fort Myers, and F. M. Lane, St. Petersburg.

### TRIANGULAR CONTEST

Memphis, Tenn., May 11.—A triangular sales contest was recently closed between the Union Chevrolet Company of this city and the Chevrolet dealers of Kansas City and Dallas. During April, Kansas City delivered 152 cars; Memphis made 140 deliveries; and Dallas has been in third place.

for Economical Transportation



The public buying trend is for an automobile of greater quality at low cost. Chevrolet has anticipated this trend so well that its dealers are enjoying an unrivalled volume of business and prosperity.

CHEVROLET MOTOR COMPANY, DETROIT, MICH.

Division of General Motors Corporation

|                 |               |                     |
|-----------------|---------------|---------------------|
| Touring - \$510 | Coach - \$645 | 1/2-Ton Truck \$395 |
| Roadster - 510  | Sedan - 735   | (Chassis Only)      |
| Coupe - 645     | Landau - 765  | 1-Ton Truck 550     |
|                 |               | (Chassis Only)      |

All Prices f. o. b. Flint, Mich.

QUALITY AT LOW COST



## New Brake Testing Appliance Designed By St. Louis Firm

St. Louis, Mo., May 11 (U. T. P. S.).—A new brake testing appliance for automobiles that will permit testing of all brakes on a machine without the necessity of the car being in operation, has been designed and installed by the General Brake Service Corporation of St. Louis. William J. Chaudet, who has operated this company for many years, planned the establishment, and designed the new testing appliance.

The brake testing apparatus resembles the greasing rack provided in filling stations for lubrication purposes, except that it has four pairs of drums on which the wheels of the car can be tested rest. The rack adjusts itself automatically to the wheel base of the automobile.

As the car is driven onto the rack under its own power the front wheels halt on the front set of drums, and the traction of the rear wheels pushes the front set of drums forward until the rear wheels rest on the rear pair of drums. When the car is backed off the rack after the test, the front wheels automatically pull back the two front pairs of drums, ready for the next car.

Each pair of drums is connected with a separate dynamometer. This shows the action of the brakes and makes possible comparison between the brakes on each wheel for equalization purposes.

### EQUIPPED WITH GLASSMOBILE

New York, May 11.—The United States Immigration Patrol Service in Detroit is using a fleet of cars equipped with Glassmobile all season inclosures and has recently ordered two new Chevrolet touring cars with the same equipment.

## New Automotive Equipment

This department is devoted to the newest developments in automobile accessories, replacement parts and shop equipment. Its columns are open to manufacturers, who are invited to submit descriptions and illustrations of their latest products.

### HANDIGRIP SPRAY

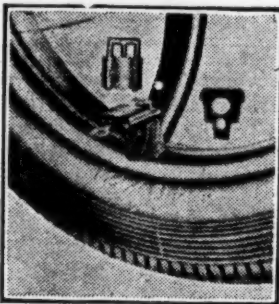


The Handigrip paint-spraying outfits are made and marketed by the Plummer-Huff Company, Napoleon, O. According to the makers, sets adaptable to any form of work are obtainable. The Handigrip sprays, it is said, will drive the paint against a rough or smooth surface with such force that it will cling and protect. It is also claimed that the spray guns will save time and will place paint into places that were hitherto practically inaccessible to men working with old style brushes.

### BIG GARAGE FOR TROY

Cohoes, N. Y., May 11.—Plans for the erection of a mammoth garage for motorists are now under way by the Troy Automobile Association in that city. Following a survey of the situation by the garage department of the Hockenbury System it was announced that actual construction would be started this summer. The new structure will be seven stories high and capable of housing at least 500 cars.

### FORD TIRE LOCK



The Wheel Radco Company of Lancaster, Pa., has placed on the market a new lock for Ford spare tires for use on the 1926 cars. It is an adjustable shackle solid brass lock furnished with brass locking plate. This plate is placed over the bolt and locking lug at the bottom of the carrier. The wing nut which is part of the carrier is adjusted tightly on the bolt with one of its holes parallel with the hole in the locking plate. The center arm of the shackle is then inserted through both holes and the case of the lock is adjusted.

The lock can be retailed for 75 cents.

### NONCOMBUSTIBLE GAS FOR BALLOON TIRES

Milwaukee, Wis., May 11.—A gas for use in filling balloon tires described as non-combustible has been developed by a Milwaukeean, P. C. Avery. It is being marketed here under the trade name of Inertum. The inventor of this substance claims that its use will greatly prolong the life of a tire.

## Backward Season Hurts Syracuse Business; Sales Good in Chicago, Seattle

SYRACUSE, N. Y., May 11.—Automotive equipment retailers and jobbers here are more inclined to drag out radiator protectors, car heaters and laprobes than to try to entice business from the public through summer motoring accessories.

With the exception of five warm days in one stretch and two days of the past week end that resembled spring, winter has kept plugging along right into the merry month of May.

"Our business is from fair to poor," said Charles F. Able, sales manager of the Syracuse Auto Supply Corporation, large retailer and important distributor of motor equipment. "Two factors have retarded sales this year. The weather and cars coming through with more equipment than ever before. My job is to keep the volume up to last year's figures between now and the end of August. We are trying to do so through addition of equipment lines to offset certain supplies that are no longer in much demand on new cars. Retail dealers tell us that business is very bad."

The Williams Service Station is distributor for Gabriel snubbers and several kindred lines and has been in business here for a number of years. Its experience this year is slightly better.

"Our country business is a month behind last year and our city business about a week behind," said Wallace M. Williams, head of the firm. "We put a new dealer in Auburn this spring. He went there March 15, and until a little over a week ago was rather discouraged. Business has come with a rush since then, and he feels better."

"Our men on the road have been unable to visit the trade in the northern part of the state because the roads have been blocked with snow and ice. I expect that it will come with a rush all at once as soon as the weather warms up."

J. L. Sours, representative in ten central New York counties for the Russell Manufacturing Company, maker of Rusco brake linings, said that business was picking up in the cities, but he has been unable to reach the country trade as a result of the backward season.

The above is a fair cross-section of the equipment conditions generally in this part of the state. Service stations are busy now in the city, affording considerable spring business for the supply houses, but the country trade has not begun to come in, and will not until the weather settles down to something like spring mildness.

### CHICAGO

Chicago, May 11.—Five Chicago accessory supply houses—among the principal dealers in the territory—registered a higher mark on the April barometer of sales this year than they did in 1925.

The Chicago Auto Equipment Company, the Chicago Auto Supply House, Harry W. Cooper, Beckley-Ralston and United Motor Service are the dealers who reported improved sales.

A survey of additional automotive equipment concerns indicates that although bad weather tended to make business sluggish during the past month, most of the houses are a little ahead of the total amount of sales made during the same period last year.

Sales Manager E. S. Sindelar of the Beckley-Ralston Company was especially cheerful about sales conditions, now that the weather man is running according to schedule.

"It is remarkable," he said, "how quickly sales jumped during the past two days, as soon as we got a taste of real sunshine. People may buy automobiles any time of the year, but they use them most only when motoring becomes a real recreation, and not merely a means of transportation. And that particular season of the year is upon us now."

### SEATTLE

Seattle, Wash., May 11.—Accessories and parts sales for the last two weeks have been excellent here.

Sharp & Sharp, Inc., distributors here for Gabriel snubbers and purulators, announce the appointment of the Davenport Super Service Station at 45th Street and 10th Avenue Northeast as their official University district representative. Bert Heaps, manager of the equipment department, is in charge. This appointment has been made.

## WITH THE TRADE

### CAMPING DISPLAY CLOSES

Oakland, Cal., May 11.—The camping and touring goods display at the Western Auto Supply Company's showrooms at Broadway and 24th Street here closed last week after a very successful run.

### IN NEW QUARTERS

Zanesville, O., May 11.—The Spencer Auto Radiator and Body Company, formerly located in the Gorrell Building, has moved into its new location at 119 North 5th St.

### PAINT PRIVATE CARS

Milwaukee, Wis., May 11.—Operation of a department for painting and refinishing privately owned automobiles in conjunction with the painting and refinishing of its own cabs, has been found to be successful by the Boynton Cab Company, operators of the Yellow Cabs in Milwaukee. The department was opened in 1924, and facilities installed to take care of a regular retail trade in addition to keeping the company's 150 cabs in condition.

### TWO NEW DEVICES

Olympia, Wash., May 11.—Two devices, one a self-aligning connecting rod and the other a self-tightening bearing, both for automobile engines, have been invented by J. J. Bradley of Elma, Wash. The connecting rod works on the principle of a movable bearing under tension of a spring, taking up all the wear and play. The self-aligning principle is based on a knuckle joint, making it possible for the piston to always be in line with the cylinder bore, no matter at what angle the bearing runs, preventing knocks, piston slap and cylinder score, the inventor claims.

### BOSCH MAGNETO BUSY

Springfield, Mass., May 11.—More than 2,000 employees at the Brightwood plant of Bosch Magneto are busy turning out shock absorbers, windshield wipers, spark plugs, magnetos and radio sets. Sales in these departments show a decided increase, according to Morris Metcalf, treasurer of the corporation. Bosch Magneto sales this year are 48 per cent. ahead of sales last year, for the first quarter.

### ILLINOIS REPORTS BIG BUSINESS IN REPAIRS

Rockford, Ill., May 11.—A record-breaking volume of business is being enjoyed by northern Illinois garages and service stations. Many of the automobile dealers are running their shops sixteen and eighteen hours a day in an endeavor to get caught up with the service work on hand.

Dealers point to this factor as evidence that because of the delayed spring weather many motorists are planning on driving their cars another season, and are getting service work done at this time so that their cars will be in good condition for spring and summer use.

to take care of their increased business. April was a record month for snubbers.

The Western Auto Supply Company reported sales as very good for the last two weeks. April was a good month for camping equipment. Special sales meet with fine results.

Harper-Meggee, Inc., distributor for Watson stabilizers, said business has been good in this line the past two weeks. Sales increased at least 10 per cent. during April over March.

Jupiter spark plugs, made here by the Jupiter Spark Plug Company, are increasing in sales, the company reports.

# —the biggest year, yet!

THE first three months of 1926 were record breakers for Peerless dealers and distributors.

And remember—Peerless has always been a money-maker for its selling organization in the field.

Three great cars—two great Sixes and the famous 90° V-type Eight—a Peerless covering the whole range of price and appeal from \$1395 up.

That's the kind of a selling opportunity Peerless offers this year—the opportunity that has brought many of America's best dealers and distributors to Peerless in the last few months.

Get in touch with Peerless at once. Wire or phone for the Peerless dealer proposition. It's a money-maker this year as scores of dealers are already finding out.

PEERLESS MOTOR CAR CORPORATION, CLEVELAND, OHIO

Manufacturers of the 90° V-type/Eight-69, the Remarkable Six-80 and the Powerful Six-72



The Powerful Six-72  
\$1895 to \$2995 (f.o.b. factory)

# PEERLESS

PEERLESS HAS ALWAYS BEEN A GOOD CAR



## Spring Activities Aid In Demand for Trucks

KANSAS CITY, May 11.—Truck sales in Kansas City and territory, while not phenomenal, are very satisfactory and show an improvement over last year.

Heavy duty trucks are in good demand, as well as light delivery trucks. The used truck market also has been showing considerable activity. One company reported the sale of twenty-five used trucks recently.

The truck department of the Butler Motor Company, handling Dodge Brothers' and Graham Brothers' trucks, reports sales running "almost double that of a year ago," with inability to obtain trucks for delivery about the only element that prevents the increase being greater.

H. M. Hurst, assistant manager of the General Motors Truck Company of Kansas City, says sales on the G. M. C. and Yellowcab lines are very satisfactory. The factory branch here of the Mack International Truck Corporation is showing a sales increase of 15 per cent. over this time last year. The factory branch here of the Indiana Truck Company also reports sales as good.

### ROCHESTER

Rochester, N. Y., May 11.—Truck sales in Rochester last week were particularly good. This spring truck dealers are enthusiastic over the prospects for an unusually busy season.

Rochester merchants and business men are finding business is good this spring and are investing their money in delivery cars to further speed up and increase their sales and deliveries. Harry Barst, candy distributor, has just purchased his fourth Chevrolet delivery wagon from the Harris Chevrolet Corporation. About the same time the Cunningham-Joyce Motor Corporation bought a new Chevrolet service car and John R. Bourne, a large dealer in stationery supplies, bought a new Chevrolet delivery car.

### SALT LAKE CITY

Salt Lake City, Utah, May 11.—During the week ending May 1, thirty-two new trucks were registered in Utah, twelve less than during the previous week. There were no bus sales.

Fords led with eleven registrations and Dodge was not far behind with nine. The truck sales do not fluctuate much here at this time of year as a rule. The outlook is regarded as good. The merchants and others using trucks for various purposes are in good shape financially.

Although very few buses are being sold at this time it is not due to any slump. Buses have never been sold in Utah to any appreciable extent. However, the future for this business is very bright and at any time there may be a large influx of orders, due to the interest which the railroad operators are showing in this vehicle on account of its utility for "feeder" purposes. Then developments in oil and in scenic attractions are making the outlook for the bus brighter all the time.

### LOS ANGELES

Los Angeles, May 11.—Automobile dealers in this territory are coming to realize more and more that the truck branch of the automotive industry is not a by-product in merchandising, but is a thing apart.

The retailing of trucks and buses has become highly specialized, declare those dealers who had notable successes in this field. If a dealer's line includes both passenger cars and commercial he cannot afford to have the same salesman working on both classes, they say, pointing to dealers who do follow that method of selling, and offering their small-truck volume as proof positive.

The sales arguments that move passenger car stocks fail to convince the owner of a fleet of commercial cars. In a survey covering a period of several months an Automotive Daily News correspondent has invariably received "No" as an answer to two questions: "Are your truck sales good?" and "Do you have separate sales staffs for truck and passenger lines?"

### CHARLOTTE

Charlotte, N. C., May 11.—Sales of motor trucks in the Carolina territory were wavering slightly, with a tendency to decrease, at the close of the first week of May, largely as the result of unfavorable industrial conditions developing in April, according to the principal distributors here.

Resistance to sales sharply and immediately increased when the highly important cotton manufacturing industry of this section began its curtailment program in April. The general conditions are not such as to cause discouragement, for several of the spokesmen of factory branches here said the demand coming from other than the textile industry is sufficient at this time to insure a steady volume of sales.

Especially in the mountainous sections of North Carolina and South Carolina are the truck dealers finding an important demand at this time. A large number of real estate development companies are operating in those sections and are just putting under way extensive programs which require the use of a large number of trucks.

At the same time, the lumbering interests are increasing their activities in

## Tire Dealership In Texas Achieves Unusual Success

Amarillo, Tex., May 11.—There is always room at the top for men of vision and enterprise. The history of the Kelly-Springfield tire dealership here is a case in point.

Frank Turner, a former salesman of Kelly tires in the Texas territory, and Homer Wilkinson, a Ford dealer at Hereford, Tex., came to Amarillo on April 1, 1925. They opened a Kelly-Springfield tire service station. They were both hustlers, and kept them when they got them.

It was not long before Turner & Wilkinson had outgrown their modest quarters. They decided that, as a change was necessary, the change would be memorable. They drew plans for the first "drive-in" station in Amarillo county.

The interior arrangement of the station was carefully taken into consideration. In addition to the big "drive-in" repair room the actual sales room adjoining clearly reflected the enterprise of these two men. Every convenience for doing business was installed. They went further than most stores and arranged a curtained waiting room for the ladies. Spacious windows were provided for displays and these were brightly lighted at night.

The advertising manager of the Amarillo Globe became aware of the plans and suggested a special edition announcing the opening of the new store. Turner & Wilkinson took one full page and two half pages in the special edition. This space was devoted to the advertising of Kelly-Springfield tires.

What happened after the new store opened is the interesting part of the story. Competing tire companies carried cards of congratulation to Turner & Wilkinson, and over 3,000 people visited the store on the opening night. Within a comparatively short time the business had increased 200 per cent., and is still growing.

### CREDIT PLAN POPULAR

Chicago, May 11.—As an indication of the popularity here of the time payment plan in the purchase of tires, a company formed less than a year ago with C. X. Clancy as president sold to 12,000 customers in the last nine months. The firm operates three stores. The first store was started in April last year, the second in August and the third in September.

### STADELMAN ESTATE

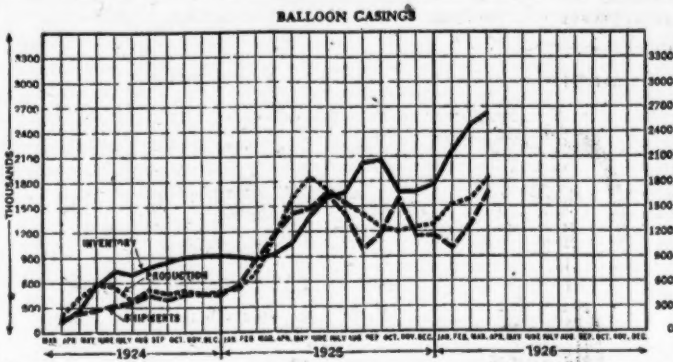
Akron, O., May 11.—When the will of George M. Stadelman was filed here recently, it was found that the estate amounted to \$637,324, which does not include the life insurance that Stadelman carried. Goodyear common stock made up the bulk of the estate. Stadelman was president of the Goodyear Tire and Rubber Company.

### BALKS ON FREE DUTY

Washington, May 11.—The Irish government has decided not to agree to a reciprocal free entry duty on automobiles and parts with Great Britain, the Department of Commerce was advised by cable today.

sympathy with the increase in construction work by the real estate concerns. Highway building also is increasing in volume. Generally, however, the Carolinas building activity at this time is considerably below the level of the corresponding period of last year, in dollar value of building contracts.

**BALLOON TIRE TREND.** From figures representing 75 per cent. of the industry in this country, the Rubber Association of America, Inc., has prepared the table below in which the upward trend toward automobile balloon casings is graphically portrayed. Inventory production and shipment figures all show a continuing increase.



## MOTOR CARRIERS USED DURING OHIO STRIKE

Cleveland, May 11.—Big fleets of motor coaches and trucks are being used during a strike of platform employees of the Northern Ohio Power and Light Company, operating interurban passenger and freight service between Cleveland and Akron, city service in Akron and other northern Ohio cities, and a widespread network of interurban lines in this same zone.

All the company's interurban freight between Cleveland and Akron, probably the heaviest electric freight business in this state, is being carried by trucks and a fifteen-minute passenger service is being maintained. Interurban bus service is also being maintained between Cleveland and Canton, Massillon, New Philadelphia, Uhrichsville, Kent, Ravenna and Warren. The company's employees went on strike for recognition of the union and for a 17 to 28-cent increase in wages.

## RIGHTS OF BUSES TO BE CONTESTED IN CANADA

Montreal, May 11.—Definite action to contest rights of motor buses on Western highways will begin when the Board of Railway Commissioners appears at Winnipeg in the rate hearing next month. Freight and passenger autos have been seriously affecting business of railways on the prairies and the Coast for two years.

The board will be urged to require such buses to conform to rules similar to those imposed on railways, such as filing schedule and fares to which they must submit. At present buses run as they please and charge what they desire. This is the beginning of action that is expected ultimately to go through the courts. Transportation companies insist that this relief must be granted in fairness to the public as well as railroads and vessels on the lakes and rivers. They want auto buses declared to be common carriers.

## Strike Causes No Alarm Over Rubber

Akron, O., May 11.—According to figures of the Rubber Association of America there are now 60,000 tons of rubber in this country and inasmuch as our consumption is figured at 30,000 tons a month, this stock will tide American manufacturers over until rubber shipments from the East arrive.

While it is true that there are some 19,000 tons of rubber held up in London because of the general strike there, a shipment of 50,000 tons is expected from the East within six weeks. Accordingly Akron rubber men feel that England's strike will have no effect on the rubber supply in this country.

It should also be noted that most manufacturers have a high stock inventory which is over and above the figures quoted by the Rubber Association. The general opinion, therefore, is that the strike in England could go on indefinitely without causing any hardship in this country among the rubber manufacturers.

### OPENS SCHOOL

Oakland, Cal., May 11.—Fred Lawton, mechanical instructor and lecturer for the Willys-Overland Company, is here conducting a school for salesmen at the Bell & Boyd dealership on the local Auto Row.



### TRUNKS For All Cars

Quick service from stock for all standard automobiles. Ask for our proposition. Weisman Luggage Mfg. Corp. Syracuse, N. Y.



## MOON-DIANA Out in Front—Again!

With the new Moon-Diana safety vision bodies—the new patented wood and steel construction—the new Palm Beach Diana and the new Coronado Moon roadsters, Moon offers as usual a line of pre-season refinements that are six months ahead of the day in up-to-date readily salable merchandise. Get the details. It's real 1927 stuff.

*Alvin Karpman*  
President.

MOON MOTOR CAR COMPANY  
ST. LOUIS, U. S. A.

MAKERS OF MOON SIXES AND DIANA EIGHTS



# Automotive Daily News

Of, By and For the Entire Automotive Industry

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## The World Do Move

**FACTS AND FIGURES** for 1926 has just been issued by the National Automobile Chamber of Commerce, and it is, as usual, brim full of interesting food for automotive thought. One compilation struck us forcefully and that was the table showing production of motor vehicles by countries.

Of course, the United States was far in the lead with a total production of passenger cars and motor trucks of 4,175,365, out of a world total of 4,800,321. The impressive fact to us was that several of the European countries have stepped up their production figures, proportionately, to a greater degree than even this country. France, for instance, had an output of 177,000 cars and trucks. At the close of the war France had a total registration of only about 100,000. England, too, shows up well in the production table, with 176,197 motor vehicles to her credit. Germany registers a sign of returning vitality by reaching a total production of 55,000. Italy does herself proud with 39,000 output.

Of course, we have single factories in this country that produce more than all the foreign industries put together, but nevertheless last year's figures for the rest of the world indicate an awakening in automotive manufacture. More than all else, American quantity production ideals and methods are beginning to get a foothold in foreign countries. England, without Morris, making 60,000-odd vehicles, and France, without Citroen, producing nearly 70,000, would not have made the showing that they did. And both those manufacturers employ American methods and to a large extent American machinery. That the rest of the world produced 12½ per cent. of the total output of motor vehicles in 1925 gives us cause to remember that automotive affairs are becoming international instead of being confined almost exclusively to our own land.

## Knowing Our Traffic

**ONE** of the difficulties that traffic reform encounters is to get accurate statistics on which to base attempts at improving conditions. In very few cities can one obtain actual figures on the number of vehicles per day which use any given thoroughfare. The traffic census is almost unknown in this country, and yet any really constructive effort at betterment must always depend on a complete knowledge of what the traffic actually is.

In France before the war they had a system of traffic census-taking that was almost perfect. The vehicles using every road in the republic were counted twice a year. Increases or decreases were carefully noted, and the central office of the public roads department in Paris could give figures at any time as to the exact traffic passing over every mile of road in the country every day. If a sudden increase in traffic were noted on a given road the causes were investigated, and if the increase proved permanent, steps were taken to strengthen the road to bear its additional burdens. There was nothing hit or miss about road maintenance in France before the war. The highway department knew exactly what to expect and could take adequate steps to meet any situation that arose.

We should have this same sort of information in this country, not only as to rural roads, but regarding city streets as well. Such figures should cover not only the number of vehicles using a given street each day, but should include parking data as well. Such information would form not only a valuable basis for attempts to improve street facilities, but for accident prevention campaigns as well. Without this fundamental understanding of exactly what traffic is, attempts to improve conditions will always be more or less of a hit or miss proposition.

## Here and There in the Trade Headlines—by MacConachie



## E. V. RICKENBACKER ADDRESSES U. S. C. C.

(Continued from Page 1)

for the improvement of traffic is the extension of its street capacity without any added engineering costs. Such capacity can in many sections of the country be accomplished to the extent of at least 25 per cent. by an examination of the volume of traffic on different thoroughfares, with regulation put into effect accordingly.

"An example of what I mean may be found on Fifth Avenue, New York. Within the past few weeks, home going traffic (north-bound), is permitted to travel in four lanes with one lane travelling down town. This system is working out very satisfactorily. The down town single lane is entirely adequate for the needs at that time of day, and the avenue is broad enough so that there is room for a vacant lane for vehicles, which for one reason or another, must turn out of the regular street.

"This plan of varying the use of the highway at different times of the day has been proposed by traffic engineers for some time past, but it is only recently that this has been advocated by so-called practical, hard-headed business men.

"I recognize that the particular experiment referred to will not work where there are two lanes of street-car tracks. That immediately leads to the thought of selecting certain avenues as through motor boulevards, and this is being done in certain cities.

"When one is discussing the question of street capacity the problem of parking necessarily comes into the picture. This is necessarily a local matter. The physical contour of our cities, the location of their place of business, is so different that no

general parking proposition can be propounded. The place of the automotive trade in this situation is generally one of trying to maintain a balanced and scientific point of view. We do not want to advocate unlimited parking in order that the motorist may have no restrictions on his operation. As a matter of fact, unlimited parking is necessarily a minnomer in crowded sections because it merely means that he who gets there first utilizes that space to the exclusion of others.

"It is probable that in time the parking question will be materially helped by the fact that our cities are tending to decentralize, through the extending of chain stores, local theaters, suburban hotels and other facilities. There will be increasingly less need for family motor travel downtown. The question is one which will probably solve itself by the law of supply and demand. As long as it is possible to park in streets without obvious inconvenience to the mass, the public will demand that right. When the volume of vehicles in any location becomes so extensive so as to make it clear that parking is a trespass on the public convenience, in such situations it will be forbidden or limited.

"If every shipper over the highways, if every merchant, if every one in the automobile business, realized the dollar and cents cost of traffic delays, we should move much more rapidly toward solution than is being done at present. In the Metropolitan facilities report of the Hoover conference this is an excellent amount of data on this subject which will be in the hands of every one in business, and we are doing our best to see that this is distributed to our trade.

"The instances are like this: In Philadelphia the delay in operation of a fleet of 843 taxicabs amounted to 9.5 per cent. of the working time, or \$2.50 per day per vehicle.

"Gov. Alfred E. Smith of New York, speaking before the National Automobile Chamber of Commerce, said that in the trucking business, with which he was at one time connected, the major problem was the standing time of their vehicles which was the factor that ate up the profits.

"In Chicago, according to the Hoover report referred to, the replacing of draw bridges with fixed bridges will mean an annual net gain to traffic exceeding \$1,000,000.

"Since these instances are demonstrable in a number of places, there are undoubtedly similar situations elsewhere; and one job which the commercial organization can do is to analyze the causes of traffic delay in the community and to translate this delay into cash terms.

50 per cent. or 75 per cent. of its possible efficiency? There are some companies who are aware of this situation.

In Indianapolis, I understand that factories are routing their commercial vehicles away from the main motor and street car avenues, using less frequented streets. Some times this means a little more mileage, but it means a great saving in running time.

"One of the commissions in that city prepared a map for the citizens which showed the convenient commercial routes from different plants in the city. Perhaps this idea does not operate at 100 per cent., but this is where the automobile trade and all the rest of us in trade and industry have an opportunity. Let us always bear in mind that transportation is a part of our costs, whether or not we engage in it personally. The trucking unit which is unnecessarily delayed because it takes a crowded route is putting an unnecessary burden upon commerce and ultimately upon the general consumer.

"I venture the prediction that railroad freight terminals in the heart of the city, and the loading and unloading of vehicles at the sidewalks curb, will soon disappear. Again it should be emphasized that these are local matters requiring particular attention and handling in an individual way, depending upon the city.

"The fact remains that many railroad people are pointing out that downtown freight terminals are enormously costly and in many instances could very profitably be removed to the outskirts of the town having local shipments or transshipments between lines, handled by surface trucking or in some cases under ground trucking. The financial relief in an improvement of this sort is enormous. Here is a problem in which every city is deeply concerned.

"The backing up of vehicles to unload at the sidewalk seems a small matter in the individual instance, but in the aggregate it is highly important. Most of the newer buildings going up today, where trucking is involved, have loading platforms within the private property of the owner and not at the sidewalk. Many local companies are adopting side-loading bodies on their trucks, which helps to relieve the worst aspects of this method of operation.

"I have mentioned a few of the major points in this paper with the thought that they may indicate the extent of the problem, our stake in it and how easily some of the remedies can be brought about.

"We must not forget the hazard to human life. I am glad that business is getting seriously into this subject because it means we are getting at the situation at its roots.

"There is always a necessary job for the policeman, for those who arouse public opinion, for the individual citizen, but all of these agencies are helpless without the aid of management which aims to seek out the basis of the situation and organize its progress. That is where we, the automobile industry, and all industry and trade, fit into the picture."



## Dealer Activities

### DEALER MOVES TO AUTO ROW AND ADDS ROAMER CAR

Schenectady, N. Y., May 11.—The Stone Motors Company, formerly at 102 State St., has moved from the lower part of the business section of the city to Automobile Row, at 771 State St. At the same time it has discontinued one franchise and has taken on the Roamer; in addition, it continues as dealer for the Davis.

### PAGE-JEWETT DEALERSHIP OPENS IN DELRAY, FLA.

DeLray, Fla., May 11.—Frank Weatherby, who recently came here from Boston, has taken over the dealership for Paige and Jewett cars in this territory. He has taken space in the large office room of the Claire properties on Atlantic avenue.

### BUCKEYE MOTOR CO. HOST TO STAFF AT DINNER

East Liverpool, O., May 11.—In honor of record-breaking sales during the last four months, the Buckeye Motor Company, Hudson-Essex dealer in this district, entertained members of the sales and office force at a banquet last week. Ray Birch, manager of the company, presided at the dinner.

### SELLS INTEREST IN DENVER STAR-DURANT DEALERSHIP

Denver, May 11.—Loyal C. Baker has just sold his interest in the Baker-Johnston Motor Co., at Fort Morgan, Col., to L. J. Shirck. The firm will continue to operate under the old name, and will continue to handle the Star and Durant cars.

### PAIGE AND JEWETT NEW DEALER IN OAKLAND, CAL.

Oakland, Cal., May 11.—The Sam Bloom Motor Company has just been named an associate

dealer of the Victory Motor Sales Company in the handling of the Paige and Jewett cars.

### NEW SHOW ROOM TO HAVE SPECIAL LINCOLN SHOWING

Los Angeles, May 11.—Stephen S. Nerney, direct factory sales and service dealer for Lincoln cars in this territory, has announced that with the completion of the new sales and service room at 1353 Vine St., Hollywood, several special Lincoln cars have been secured for the opening.

### STAR DEALERSHIP TO OPEN BRANCH IN ENGLEWOOD, N. J.

Englewood, N. J., May 11.—The Star Motors, Frank Schmitter, proprietor, has leased the showroom, now under construction, on Grand Avenue, this city, where it will open a branch dealership. The main showroom is located in Hackensack.

### AVIATION TO BE FEATURE OF NEW MOON DEALERSHIP

Great Falls, Mont., May 11.—Articles of incorporation for the Moon-Diana Motor Company, capitalized at \$50,000, to handle Moon and Diana cars and to engage in commercial aviation, have been filed by H. R. Ryttenberg, who is interested in the company. Other incorporators are G. G. Gregoire and F. E. Gregorie. The company will use at least three Lincoln planes for passenger and fast express service in and out of Great Falls. Mr. Ryttenberg announces.

### BUYS INTEREST IN FORD SALES FIRM IN NEBRASKA

Norfolk, Neb., May 11.—M. E. Stevens, for seven years with the J. V. Thorndike Company of Sioux City, has just purchased an interest in the Ford dealership here and has taken charge. Mr. Stevens was sales manager and for the last

## NORTH DAKOTA CITIES DO MUCH BUILDING

Minneapolis, May 11.—North Dakota cities will have total new building expenditures this year of \$5,000,000. This figure is big for North Dakota, particularly so by comparison with recent conditions.

Minot, in the northwestern part of the state on the Great Northern and Soo Line; Fargo, the state's largest city; Grand Forks, Valley City, Bismarck, Devils Lake, Jamestown on the Northern Pacific Railroad, and Dickinson, the latter out in the more westerly part, all report more building activities than for some time.

## Obituary Notes

### JOSEPH J. BARCLAY

Minneapolis, May 11.—Relatives here have received word of the death of Joseph J. Barclay, 66 years old, at the home of his daughter, Mrs. Hugh B. Campbell, in Sedro Woolley, Wash. Mr. Barclay was one of the pioneer automobile men of Minneapolis, and resided here for twenty-five years. He left here in March for a vacation on the West Coast. He is survived by his wife and three daughters. The funeral was conducted in Seattle last Saturday.

two years general manager of the Thorndike accessory business.

### CHICAGO STUTZ DEALER SELLING MOTOR SEA CAR

Chicago, May 11.—The North Shore Stutz Company, of which J. T. Leimert is vice-president and general manager, has become the Chicago distributor of the Schilio Sportabout, a motor sea car. The company has a boat on display at its Chicago warehouse, 5051 Broadway, and has a demonstrator quartered on the lake. In its Evanston headquarters at the North Shore recently acquired the franchise for that district.

### NEW PONTIAC-OAKLAND DEALER FOR ST. LOUIS

St. Louis, May 11.—The Sadlo-Faber Motor Sales Company of St. Louis, 4937 Natural Bridge Road, has become an associate dealer of Pontiac and Oakland cars under the Mississippi Valley Motor Company, distributor for the St. Louis territory. Otto J. Sadlo and Fred W. Faber are proprietors of the new firm.

### PAIGE-JEWETT DEALERSHIP CHANGES FIRM NAME

Glendale, Cal., May 11.—The name of the firm holding the local Paige and Jewett franchise has been changed from Evans & Tower to the Evans Motor Company, following the death of the junior partner, Frank L. Tower, a short time ago.

### USED CAR LOT IN CHICAGO RENTS AT \$4,500 A MONTH

Chicago, May 11.—Rental of \$4,500 a month is the amount reported paid by the Garfield Motor Sales Company for a 125-by-125-foot used car sales lot at the corner of 63d and Green Streets, just off Halsted Street. The deal was closed by I. Dreschler of the Garfield company.

## Fire Losses

### \$100,000 PARTS PLANT FIRE

Evansville, Ind., May 11.—The storage plant and distribution center of J. Trockman & Sons, 10th and Canal Streets, dealers to considerable extent in used-car parts, was destroyed by fire last Friday, with an estimated loss of about \$100,000. The building and storage yard covered the greater part of a city block.

### NEW MODEL CITROEN

London, May 11 (U. T. P. S.).—Citroen's have put on the market, at a price of £195, a new model, all-steel, 4-seater car. It is claimed that this is the first European-built all-steel touring car to be brought out.

## Personal Items

### LEWIS FLINT MANAGER

Boston, May 11.—Otto E. Lewis has just been appointed regional manager for the Boston territory for the Flint Motor Company, according to an announcement by R. H. Mulch, vice-president and general manager of the company. Mr. Lewis is a veteran in the industry and has for many years been associated with other well-known companies. His headquarters will be in Boston.

### KNOEDLER ENDS VISIT

Chicago, May 11.—P. L. Knoedler, president of Community Motors, Inc., 514 East 34th Place, Oakland-Pontiac distributor, has just returned from an extended visit at Biloxi, Miss.

### BURROWS SALES MANAGER

Oakland, Cal., May 11.—Edward Burrows, who has been connected with several automobile dealerships here, is now sales manager of the Velle Motor Sales Company, Velle and Star dealers, in Oakland, according to an announcement by Joe Donham, manager of the concern.

### WAGNER LEAVES FIRM

Appleton, Wis., May 11.—Anton Wagner, one of the proprietors of the Rossmessl-Wagner Company, Pierce-Arrow and Studebaker deal-

er, has announced his withdrawal from the firm. He has opened a temporary garage in another building. Joseph Rossmessl, Jr., is in full charge of the business since the change.

### NICHTERN IN NEW POST

Evansville, Ind., May 11.—Walter P. Nichtern, formerly manager of a used car market of the Evansville Auto Exchange, has been engaged as manager of the New Day Auto Company, 405-411 South 5th St., Paige-Jewett distributor for Vanderburgh, Warrick, Gibson and Pike counties.

### SAFREED WITH AKRON MOLD

Akron, O., May 11.—Charles F. Safreed, formerly with the Adamson Machine Company as sales representative, is now the assistant sales manager of the Akron Mold Company in the department of mills, presses, calenders, tube machines and general rubber mill machinery as manufactured by the Allen Machine Company of Erie, Pa.

### QUICK ROTARY TRUSTEE

Olympia, Wash., May 11.—Harry Quick of the Harry Quick Motor Company, Chehalis, Wash., Buick dealer, has just been chosen a member of the board of trustees of the Chehalis Rotary Club.

Concrete is the aristocrat of pavements

## News from Los Angeles About Concrete Streets

Los Angeles now has more concrete streets than any other city in the country—a total of over 220 miles. And they are directly linked with several thousand miles of concrete roads in California, thus forming an extension of one of the most famous highway systems in the world.

Motor traffic from every section of the state flows along these sturdy streets all day and far into the night. This includes countless automobiles, huge trucks loaded to capacity, and busses built like Pullmans.

Only streets paved as the knowledge and experience of the modern highway builder directs could long withstand this punishment. The concrete streets of Los Angeles are doing so year after year.

They are also meeting the stern demand of skid-free safety—even on the steepest grades.

And concrete is the preferred pavement in the residential sections, as well as in the industrial. For its attractive, light gray color makes it the finest looking pavement money can buy, it is always clean and neat, and it always has a true, even surface.

These are some of the reasons why Los Angeles and hundreds of other alert cities are laying concrete streets, and will lay more.

All of the facts are in our free booklet on "Concrete Streets." Ask for your copy.

PORTLAND CEMENT ASSOCIATION  
33 W. GRAND AVE.  
CHICAGO

A National Organization to  
Improve and Extend the Uses of Concrete  
Offices in 31 Cities

## Details of Automotive Census Are Announced

WASHINGTON, D. C., May 11.—The following tables show the information gathered by the Federal government in taking the biennial census of automotive production for 1925, announced today.

The first table deals with wages paid, cost of materials and the value of products in the automotive industry in 1925.

|   | 1925.           | 1923.           | Pec. cent. Increase |
|---|-----------------|-----------------|---------------------|
| Wage earners (average number).....                        | 226,948         | 241,356         | -6.0                |
| Wages.....  | \$379,284,835   | \$406,730,278   | -6.7                |
| Cost of materials (including fuel and mill supplies)..... | \$2,202,987,339 | \$2,147,463,352 | 2.6                 |
| Products, total value.....                                | \$3,371,855,805 | \$3,163,327,874 | 6.6                 |
| c-Value added by manufacture.....                         | \$1,168,868,466 | \$1,016,864,622 | 15.1                |

| Detailed Statistics of Products  |                 |                 |       |
|--|-----------------|-----------------|-------|
| Aggregate value.....   | \$3,371,855,805 | \$3,163,327,874 | 6.6   |
| Motor vehicles—Number.....   | 4,157,830       | 3,890,134       | 6.9   |
| Value.....   | \$2,934,488,639 | \$2,611,447,430 | 12.4  |
| Pass. vehicles (not including pub. conveyances)—No.....  | 3,655,048       | 3,472,681       | 5.3   |
| Open—Touring—Number.....   | 2,527,366,148   | \$2,278,222,478 | 10.9  |
| Value.....   | 1,994,965       | 1,785,701       | 11.7  |
| Roadsters, runabouts, etc.—Number.....   | 515,862,940     | \$964,373,111   | -6.5  |
| Value.....   | 390,040         | 432,147         | -9.7  |
| Closed—Number.....   | 180,611,798     | \$221,889,750   | -18.6 |
| Value.....   | 2,080,033       | 1,201,577       | 73.1  |
| Chassis—Number.....  | 1,785,556,020   | \$1,066,838,433 | 67.4  |
| Value.....   | 90,010          | 53,256          | 69.0  |
| Public conveyances (motor buses, sightseeing wagons, cabs, etc.)—Number.....   | 13,627          | 12,878          | 5.8   |
| Value.....   | \$39,454,025    | \$24,667,251    | 59.9  |
| Government, municipal, etc. (ambulances, fire department apparatus, patrol wagons and street cleaning apparatus)—Number..... | 1,185           | 1,192           | -0.6  |
| Value.....   | \$10,183,227    | \$10,051,776    | 1.3   |
| Business vehicles—Number.....  | 487,970         | 403,383         | 21.0  |
| Value.....   | \$357,485,239   | \$298,505,925   | 19.8  |
| Delivery wagons—Number.....  | 35,891          | 28,042          | 28.0  |
| Value.....   | \$23,842,424    | \$17,139,299    | 39.1  |
| Trucks—Number.....   | 302,304         | 252,452         | 19.7  |
| Value.....   | \$260,162,401   | \$202,444,118   | 28.5  |
| Hearse and undertakers' wagons—Number.....   | 1,108           | 872             | 27.1  |
| Value.....   | \$3,305,634     | \$2,557,374     | 29.3  |
| Chassis—Number.....  | 148,567         | 122,017         | 21.8  |
| Value.....   | \$70,174,880    | \$76,365,924    | -8.1  |
| Trailers—Number.....   | 8,531           | 11,191          | -23.8 |
| Value.....   | \$3,449,017     | \$4,233,069     | -18.5 |
| All other products, including bodies and parts and repairs, value.....   | \$433,918,149   | \$547,647,375   | -20.8 |

| Products—Number by Class  |           |           |
|---|-----------|-----------|
|   | 1925.     | 1923.     |
| d-Passenger vehicles, number.....   | 3,655,048 | 3,472,681 |
| Value up to \$500.....  | 1,458,392 | 1,458,392 |
| \$501 to \$800.....   | 1,163,041 | 1,163,041 |
| \$801 to \$1,500.....   | 776,046   | 776,046   |
| \$1,501 to \$2,500.....   | 136,104   | 136,104   |
| \$2,501 to \$5,000.....   | 17,458    | 17,458    |
| \$5,001 and up.....   | 13,997    | 13,997    |
| Deliv. wagons, trucks, buses, sightseeing wagons, etc. (compl. cars & chassis)..... | 495,019   | 495,019   |
| Up to 1 ton, inclusive.....   | 363,385   | 363,385   |
| Over 1 to 2 1/2 tons, inclusive.....  | 105,825   | 105,825   |
| 3 to 4 1/2 tons, inclusive.....   | 14,218    | 14,218    |
| 5 tons.....   | 8,797     | 8,797     |
| Over 5 tons.....  | 2,793     | 2,793     |

—Denotes decrease.  
b-Not including salaried employees.  
c-Value of products less cost of materials.  
d-Not including 99,016 passenger chassis.



# Financial News of the Automotive Industry

## REPUBLIC TRUCK EARNINGS SHOWN

### Profit of 53 Cents a Share After Requirements Made Last Year

New York, May 11.—Republic Motor Truck Company, Inc., reports for year ended December 31, 1925, net income of \$181,970 after charges and Federal taxes, equivalent after allowing for dividend requirements on 7 per cent. preferred stock, to 53 cents a share earned on 200,000 shares of no par common stock.

Income account for year ended December 31, 1925, follows:—

|                           |             |
|---------------------------|-------------|
| Net sales                 | \$4,047,477 |
| Expenses, etc.            | 3,901,619   |
| Balance                   | \$145,858   |
| Other income              | 92,546      |
| Total income              | \$238,404   |
| Charges and Federal taxes | 56,434      |
| Net income                | \$181,970   |

Consolidated balance sheet of Republic Motor Truck Co., Inc., as of December 31, 1925, follows:—

Assets: Cash, \$68,253; notes and accounts receivable, \$550,330; inventories, \$1,586,623; prepaid expenses, \$13,565; notes and contracts receivable due subsequent to 1926, \$22,598; real estate, equipment, etc., after depreciation, \$1,269,037; total, \$3,510,406.

Liabilities: Accounts payable, \$273,365; accrued expenses, \$98,044; mortgages, \$90,662; dealers' deposits, \$26,279; reserve for contingencies, \$30,000; 7 per cent. preferred stock (\$100 par value), \$1,074,500; common stock (represented by 200,000 no par value shares), \$1,500,000; profit and loss surplus, \$417,556; total, \$3,510,406.

## Nebraska Wheat Outlook Excellent

Dodge City, Kan., May 11.—April was a wonderful month for wheat. The snows that closed out March later into April, so the days were cool and cloudy and the nights frosty.

What few days were warm, however, resulted in the wheat making unusual growth. The soil fertility, heavy root system and abundant moisture pushed it forward in unprecedented fashion, so there is wheat in many places knee high and jointed, and there is some apprehension that May frosts will do some damage. The growth has been so rapid that the plant may be said to be a hothouse product. The recent drying winds have been very welcome, as they give strength to the plant, which if it grows too rank is liable to suffer from rust.

Aside from the plant being unusually forward, everything points to unusual yields. Fields everywhere have a dark rich green color.

## RAILWAY BUSINESS REFLECTS PROSPERITY

Detroit, May 11.—For the week ended May 1 all reports on traffic from Pere Marquette districts and through the various gateways serving the Detroit and Michigan territory reflected a continuance of the unexampled prosperity that has been steadily enjoyed by industry in this neighborhood.

Detroit territory individually shows a 27 per cent. increase in forwarded business and a 20 per cent. increase in received. This is an indication that the raw materials are continuing to pour in in constantly increasing volume.

### ERSKINE ELECTED

St. Louis, May 11.—Clyde Erskine, manager of the Mack-International Motor Truck Corporation here, has just been elected chairman of the Commercial Car Bureau of the St. Louis Automobile Dealers Association.

## Annual Replacement Market Grows

| Year. | Domestic Market. |             | Motor Vehicle |             | Total Motor Vehicles Scrapped. |             |
|-------|------------------|-------------|---------------|-------------|--------------------------------|-------------|
|       | Annual.          | Cumulative. | Registration. | Cumulative. | Annual.                        | Cumulative. |
| 1913. | 458,603          | 1,537,102   | 1,258,062     | 279,040     | 144,541                        | 144,541     |
| 1914. | 643,585          | 2,080,687   | 1,711,339     | 389,348     | 90,308                         | 369,849     |
| 1915. | 828,861          | 2,909,568   | 2,445,666     | 663,902     | 94,584                         | 464,433     |
| 1916. | 1,604,203        | 4,513,771   | 3,512,936     | 900,775     | 436,873                        | 901,307     |
| 1917. | 1,788,792        | 6,302,563   | 4,983,340     | 1,219,225   | 318,450                        | 1,219,225   |
| 1918. | 1,106,467        | 7,409,030   | 6,146,617     | 1,162,412   | 56,812                         | 1,276,037   |
| 1919. | 1,891,403        | 9,300,433   | 7,565,446     | 1,634,987   | 472,574                        | 1,748,611   |
| 1920. | 1,936,611        | 11,237,044  | 9,231,941     | 1,905,102   | 270,116                        | 2,018,727   |
| 1921. | 1,558,287        | 12,795,331  | 10,463,296    | 2,232,036   | 326,933                        | 2,345,660   |
| 1922. | 2,493,410        | 15,288,741  | 12,238,375    | 2,470,365   | 708,330                        | 3,054,000   |
| 1923. | 3,790,597        | 19,079,338  | 15,092,177    | 3,877,161   | 936,796                        | 3,990,796   |
| 1924. | 3,291,259        | 22,370,597  | 17,593,677    | 4,666,920   | 789,759                        | 4,666,920   |
| 1925. | 3,862,797        | 26,233,394  | 19,954,347    | 6,170,047   | 1,503,127                      | 6,170,047   |

\*Motor vehicles put into use again after having been discarded in previous year. Figures taken from "Facts and Figures," issued by the National Automobile Chamber of Commerce.

## Complete Report Issued by Moon

St. Louis, May 11.—Moon Motor Car Company for quarter ended March 31, 1926, reports net income of \$185,677 after depreciation, Federal taxes, equivalent to \$1.03 a share earned on 180,000 shares of no par capital stock, according to a complete report just issued. A preliminary report appeared in the Automotive Daily News several days ago. This compares with \$180,590, or \$1 a share, in the first quarter of 1925.

Income account for quarter ended March 31, 1926, compares as follows:—

|                      |             |             |
|----------------------|-------------|-------------|
| Net sales            | \$2,337,717 | \$2,156,090 |
| Expenses and deprec. | 2,147,761   | 1,969,610   |
| Operating profit     | \$189,956   | \$186,480   |
| Other income         | 27,210      | 22,294      |
| Total income         | \$217,166   | \$208,774   |
| Federal taxes        | 31,489      | 28,184      |
| Net income           | \$185,677   | \$180,590   |

### WILLYS-OVERLAND MEETING

Toledo, O., May 11.—The annual meeting of the Willys-Overland, Inc., is being held here today.

## C. G. Spring to Pay 10 P. C. Dividend

Cleveland, May 11.—The C. G. Spring and Bumper Company will pay a 10 per cent. dividend this year, in addition to regular quarterly disbursements of 10 cents regular and 5 cents extra. Christian Girl is president of the company which has its plant here. Holders of ten shares of stock will receive two-tenths of a share of stock on May 15 and November 15 and three-tenths of a share on August 15 and February 15.

Sales in first eight months ended April 30 approximately \$3,000,000, against \$2,350,000 a year ago. It is reported earnings increased accordingly.

### LONDON RUBBER STOCKS

London, May 11.—Rubber stocks here May 8 totaled 19,233 tons, an increase of 402 tons over amount on hand at end of previous week, according to Rubber Association. These figures are incomplete, owing to absence of full returns, delayed by strike.

## RANGE OF AUTOMOTIVE STOCKS

| Previous, 1926 |         | NEW YORK STOCK EXCHANGE  |        | Net Change |         |
|----------------|---------|--------------------------|--------|------------|---------|
| High           | Low     | Sales                    | High   | Low        | Close   |
| 18 1/2         | 18 1/2  | Advance Rumely           | 100    | 10 1/2     | 10 1/2  |
| 63 1/2         | 49 1/2  | Advance Rumely pf.       | 100    | 49 1/2     | 49 1/2  |
| 16 1/2         | 9 1/2   | Ajax Rubber              | 10,100 | 9 1/2      | 9 1/2   |
| 94 1/2         | 74 1/2  | Allis-Chalmers           | 100    | 80         | 80      |
| 34 1/2         | 19      | Am. Bosch Magneto        | 3,200  | 19         | 17 1/2  |
| 15 1/2         | 12 1/2  | Am.-La France            | 400    | 12 1/2     | 12 1/2  |
| 37 1/2         | 26 1/2  | Chrysler Mfg. Co.        | 4,200  | 26 1/2     | 25 1/2  |
| 26 1/2         | 14 1/2  | Chrysler Motor pf.       | 700    | 14 1/2     | 14 1/2  |
| 45 1/2         | 30 1/2  | Chrysler Corp.           | 24,600 | 30 1/2     | 30 1/2  |
| 108 1/2        | 93      | Chrysler Corp. pf.       | 500    | 99 1/2     | 99 1/2  |
| 13 1/2         | 10 1/2  | Continental Motors       | 1,400  | 10 1/2     | 10 1/2  |
| 47 1/2         | 26 1/2  | Dodge Bros. A.           | 19,700 | 27 1/2     | 26 1/2  |
| 88 1/2         | 80 1/2  | Dodge Bros. pf.          | 1,300  | 26 1/2     | 25 1/2  |
| 32 1/2         | 24 1/2  | Easton Axle & Spring     | 1,000  | 24 1/2     | 24 1/2  |
| 29 1/2         | 24 1/2  | Electric Stor. Battery   | 1,000  | 24 1/2     | 24 1/2  |
| 106 1/2        | 84 1/2  | Fisher Body              | 6,300  | 84 1/2     | 83 1/2  |
| 26 1/2         | 14 1/2  | Fisk Rubber              | 3,900  | 16 1/2     | 15 1/2  |
| 84 1/2         | 76 1/2  | Fisk Rubber 1st pf. stp  | 200    | 80         | 80      |
| 42 1/2         | 29 1/2  | Gabriel Snubber          | 100    | 29 1/2     | 29 1/2  |
| 135 1/2        | 113 1/2 | General Motors           | 94,200 | 129 1/2    | 125 1/2 |
| 115 1/2        | 113 1/2 | General Motors pf.       | 500    | 115 1/2    | 115 1/2 |
| 25 1/2         | 18 1/2  | Glidden Co.              | 400    | 19 1/2     | 19 1/2  |
| 70 1/2         | 50 1/2  | Goodrich Co.             | 6,600  | 50 1/2     | 47 1/2  |
| 100 1/2        | 96 1/2  | Goodrich Co. pf.         | 100    | 98 1/2     | 98 1/2  |
| 108 1/2        | 98 1/2  | Goodrich T. & R. pf.     | 400    | 100 1/2    | 100 1/2 |
| 46 1/2         | 33 1/2  | Hayes Wheel              | 400    | 33 1/2     | 32 1/2  |
| 123 1/2        | 61 1/2  | Hudson Motor Car         | 63,100 | 66 1/2     | 63 1/2  |
| 28 1/2         | 17 1/2  | Hupp Motor Car           | 2,600  | 20 1/2     | 20 1/2  |
| 66 1/2         | 30 1/2  | Jordan Motor Car         | 7,500  | 31 1/2     | 31 1/2  |
| 21 1/2         | 12 1/2  | Kelly-Springfield        | 200    | 12 1/2     | 12 1/2  |
| 74 1/2         | 55 1/2  | Kelly-Springfield 8s pf. | 1,100  | 55 1/2     | 55 1/2  |
| 125 1/2        | 96 1/2  | Kelsey Wheel             | 500    | 96 1/2     | 93 1/2  |
| 14 1/2         | 8 1/2   | Keystone T. & R.         | 300    | 9 1/2      | 9 1/2   |
| 159 1/2        | 103 1/2 | Mack Trucks              | 13,000 | 111 1/2    | 109 1/2 |
| 21 1/2         | 18 1/2  | Martin Parry             | 3,700  | 18 1/2     | 18 1/2  |
| 44 1/2         | 34 1/2  | Miller Rubber            | 2,000  | 24 1/2     | 24 1/2  |
| 37 1/2         | 25 1/2  | Moore Motors             | 1,400  | 24 1/2     | 24 1/2  |
| 35 1/2         | 30 1/2  | Moto Meter A.            | 300    | 24 1/2     | 24 1/2  |
| 33 1/2         | 24 1/2  | Moto Wheel Corp.         | 600    | 3 1/2      | 3 1/2   |
| 15 1/2         | 3 1/2   | Murray Body              | 22,300 | 5 1/2      | 5 1/2   |
| 66 1/2         | 52 1/2  | Nash Motors              | 1,400  | 52 1/2     | 52 1/2  |
| 22 1/2         | 14 1/2  | Omnibus Corp.            | 1,500  | 34 1/2     | 33 1/2  |
| 43 1/2         | 31 1/2  | Packard Motor Car        | 2,900  | 16 1/2     | 15 1/2  |
| 28 1/2         | 15 1/2  | Paige-Detroit Motor      | 4,700  | 24 1/2     | 23 1/2  |
| 108 1/2        | 76 1/2  | Pierce-Arrow             | 2,000  | 88 1/2     | 86 1/2  |
| 10 1/2         | 5 1/2   | Pierce-Arrow pf.         | 200    | 6 1/2      | 6 1/2   |
| 31 1/2         | 18 1/2  | Reynolds Spring          | 5,800  | 72 1/2     | 69 1/2  |
| 92 1/2         | 70 1/2  | Spicer Mfg. Co.          | 400    | 64 1/2     | 63 1/2  |
| 77 1/2         | 64 1/2  | Stewart-Warner Speed     | 37,600 | 51 1/2     | 48 1/2  |
| 61 1/2         | 49 1/2  | Stromberg Carburetor     | 1,000  | 50 1/2     | 49 1/2  |
| 56 1/2         | 44 1/2  | Studebaker Co.           | 23,800 | 55 1/2     | 54 1/2  |
| 88 1/2         | 55 1/2  | Timken Roller Bear.      | 7,700  | 53 1/2     | 51 1/2  |
| 90 1/2         | 51 1/2  | U. S. Rubber             | 30,800 | 23 1/2     | 22 1/2  |
| 34 1/2         | 21 1/2  | White Motors             | 100    | 25 1/2     | 25 1/2  |
| 99 1/2         | 91 1/2  | Willys-Overland          | 1,800  | 24 1/2     | 24 1/2  |
| 22 1/2         | 23 1/2  | Willys-Overland pf.      | 100    | 24 1/2     | 24 1/2  |
| 22 1/2         | 23 1/2  | Yellow C. & T. B.        | 1,800  | 24 1/2     | 24 1/2  |

### NEW YORK CURB MARKET

| Sales. | Stocks.       | High.  | Low.   | Last.  | Chg. |
|--------|---------------|--------|--------|--------|------|
| 800    | Brill Corp A  | 35 1/2 | 35 1/2 | 35 1/2 | +    |
| 400    | do B          | 15 1/2 | 15 1/2 | 15 1/2 | +    |
| 1200   | Dur Motor     | 6 1/2  | 6 1/2  | 6 1/2  | +    |
| 300    | Fageol Mot.   | 6 1/2  | 6 1/2  | 6 1/2  | +    |
| 100    | F Mot Tr.     | 41 1/2 | 41 1/2 | 41 1/2 | +    |
| 100    | F T & R pf.   | 98 1/2 | 98 1/2 | 98 1/2 | +    |
| 70     | Frd Mo Cn.    | 490    | 490    | 490    | +    |
| 1300   | Goodyear Tire | 30 1/2 | 30 1/2 | 30 1/2 | +    |
| 100    | Mil Rub pf.   | 100    | 100    | 100    | +    |
| 100    | Reo Mot       | 19 1/2 | 19 1/2 | 19 1/2 | +    |
| 600    | Rick Mot      | 27 1/2 | 27 1/2 | 27 1/2 | +    |
| 200    | Statz Motor   | 27 1/2 | 27 1/2 | 27 1/2 | +    |
| 200    | U S L & T     | 21 1/2 | 21 1/2 | 21 1/2 | +    |
| 200    | do pf.        | 6 1/2  | 6 1/2  | 6 1/2  | +    |
| 100    | Yel T N Y     | 16 1/2 | 16 1/2 | 16 1/2 | +    |

### CHICAGO

|      |             |        |        |        |
|------|-------------|--------|--------|--------|
| 2300 | Auburn Auto | 49     | 47 1/2 | 49     |
| 365  | Bendix Corp | 27     | 26 1/2 | 26 1/2 |
| 10   | Cont Mot    | 10 1/2 | 10 1/2 | 10 1/2 |

## Little Change in Rubber Market

New York, May 11.—Little change in prices and comparatively small business was the rule in the rubber market yesterday, both on the Rubber Exchange and in the outside market. Factory buying continues small. Dealer purchasing is also restricted.

### RUBBER EXCHANGE OF NEW YORK

| Opening | Bid.  | High. | Low.  | Closing. |
|---------|-------|-------|-------|----------|
| May     | 49.50 | 50.00 | 49.60 | 49.60    |
| June    | 48.00 | 48.50 | 47.50 | 47.50    |
| July    | 46.80 | 47.10 | 46.50 | 46.50    |
| August  | 46.50 | 46.30 | 46.00 | 46.00    |
| Sept    | 46.50 | —     | —     | 46.00    |
| October | 46.60 | 46.60 | 46.00 | 46.00    |
| Nov     | 46.50 | 46.30 | 46.20 | 46.00    |
| Dec     | 46.10 | —     | —     | 45.90    |
| 1927    | 46.10 | —     | —     | 45.90    |
| January | 46.10 | 46.00 | 46.00 | 45.80    |
| Feb     | 46.00 | —     | —     | 45.80    |
| March   | 46.10 | —     | —     | 45.80    |
| April   | 46.10 | —     | —     | 45.40    |

\*Nominal.

### OUTSIDE CLOSING PRICES

| Plantations                | Bid. | Asked. |
|----------------------------|------|--------|
| First latex crepe, spot    | 50   | 50 1/2 |
| May                        | 50   | 50 1/2 |
| June                       | 49   | 49 1/2 |
| July-September             | 47   | 47 1/2 |
| October-December           | 47   | 47 1/2 |
| Ribbed smoked sheets, spot | 49   | 49 1/2 |
| May                        | 49   | 49 1/2 |
| June                       | 47   | 47 1/2 |
| July-September             | 46   | 46 1/2 |
| October-December           | 46   | 46 1/2 |
| Brown crepe, thin, clean   | 46   | 46 1/2 |
| Specky                     | 43   | 43 1/2 |
| No. 1 rolled               | 43   | 43 1/2 |
| Amber-No. 2                | 47   | 47 1/2 |
| No. 3                      | 46   | 46 1/2 |
| No. 4                      | 45   | 45 1/2 |
| Cauchou                    | 28   | 28 1/2 |
| Lower                      | 22   | 22 1/2 |
| Cameta                     | 26   | 26 1/2 |
| Para-Up-river, fine, spot  | 41   | 41 1/2 |
| do, coarse                 | 30   | 30 1/2 |
| Island, fine               | 38   | 38 1/2 |
| Central-Corinto scrap      | 33   | 33 1/2 |
| Esmeraldas                 | 34   | 34 1/2 |
| Mexican scrap              | 33   | 33 1/2 |
| Guayule, washed and dried  | 34   | 34 1/2 |
| Balata-Block, Ciudad       | 63   | 63 1/2 |
| Block, Colombia            | 65   | 65 1/2 |
| Panama                     | 43   | 43 1/2 |
| Sheet                      | 72   | 72 1/2 |

\*Two slightly different grades of this product are offered as the output of separate factories. The range in prices covers quotations on both brands.

### SCRAP RUBBER

|                               |       |         |
|-------------------------------|-------|---------|
| Inner tubes, No. 1            | 8     | a10     |
| Inner tubes, No. 2            | 6 1/2 | a 7 1/2 |
| Inner tubes, No. 2 red        | 5 1/2 | a 6 1/2 |
| Tire, automobile, white, ton. | 40.00 | a55.00  |
| Mixed auto tires              | 22.50 | a25.00  |

## SPRAGUE TIRE PLANT AT OMAHA IS SOLD

Omaha, Neb., May 11 (U. T. P. S.).—As the result of an order of sale by the district court, the big plant of the Sprague Tire and Rubber Company of Omaha, with a capacity of approximately 2,000 tires per day, has just been sold to George M. Tunison, president of the Cleveland Trail Rubber Company of Omaha. Mr. Tunison expects to turn the Sprague factory over to his own company and if business conditions this summer warrant, to place the Sprague plant, which has been closed for more than a year, in operation.

## Automotive Daily News BUYERS' DIRECTORY and GUIDE

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